



global training center

# EAR

## EXPORT ADMINISTRATION REGULATIONS

9:00 a.m. to 12:30 p.m. Half day Webinar

Attendees will receive the speaker's Powerpoint Presentation

### I. INTRODUCTION

### II. BASIS AND SCOPE OF REGULATIONS

- Scope of the EAR
- Multi-lateral Agreements
- Relationship of EAR with ITAR, OFAC
- Export Control Reform
- Government penalties and fines
- Enforcement case studies - Industry
- Enforcement case studies - Universities

### III. OVERARCHING RULES

- U.S. Person
- General prohibitions
- Restricted parties screening
- Record keeping
- Anti-boycott laws

### IV. CLASSIFICATION PRINCIPLES

- Commerce Control List (CCL) structure & format
- Export control classification number (ECCN) nomenclature
- Anatomy of an ECCN listing
- Commodities, technologies, and software
- Technology controls
- Software controls
- Examples

### V. LICENSING PRINCIPLES

- Reasons for control
- Country groups
- Country charts
- Concept of license exceptions
- Licenses requirements/terms and conditions
- Examples

### VI. DRIVING COMPLIANCE

- Full lifecycle of business operations
- Conception to commercialization of new product/technology/service
- Cross-functional impact
- Contract considerations
- Shipping considerations
- Travel considerations
- IT/Systems considerations
- Tips and tricks

### VII. INTERACTIVE EXERCISES

### VIII. WRAP UP/Q&A